



# Adrianna Berlin

REALTOR®

## Skills Summary

First Time Home Buyers  
Rental Listings  
FHA/Conventional Loan Programs  
Mortgage Lending Requirements  
Market and Comps Analysis  
Liquidating Investor Buy and Hold Portfolios  
International Client Management  
Renovation & Staging Consulting  
Educator, Real Estate Concepts & Skills  
Real Estate Negotiation Expert

## Education & Credentials

- B.S. Interdisciplinary Studies in Human Resources, 2004
  - Minor: Sociology
  - Emphasis: Business
- Georgia Real Estate Licensee
  - GA #361283
- Certified Real Estate Negotiation Expert (RENE)
- NAR Code of Ethics, Certified
- Dekalb Board of REALTORS®, Lifetime Pinnacle Member
- National Association of REALTORS®, Member
- Keller Williams Realty Metro Atlanta Agent Leadership Counsel, Member, 2016-2017
- Heartwood ALC, Founding Team, 2016

## Work Experience

### REALTOR®

Keller Williams Realty Metro Atlanta  
Oct 2015-present

- Licensed Realtor with 6+ years of residential sales and rental experience
- Adept in contract drafting, negotiation, marketing, research, and client analysis
- Real estate skills & concepts educator and mentor
- Awarded *Dekalb Board of REALTORS® Rookie of the Year* in 2015
- Top 10 individual agent in the #1 brokerage (by sides and volume) in Dekalb County (Area 52)
- Over \$50million in residential real estate sold or rented

## Past Work Experience

- Frozen Pints & The Ice Cream Bar, Sales Director, 2014
- Georgia Crown Distributing Company, Fine Wine Specialist, CSW, Cicerone, Area Supervisor, 2003-2013
- Dad's Garage Theatre Company, Front of House Director & Volunteer Coordinator, 2001-2003



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## Continuing Education

Architectural Styles In and Around Atlanta  
Westside Beltline History and Development  
Appraisers Guide to Home Sales  
National Assoc. Of REALTORS Code of Ethics  
Family Reunion/International Keller Williams Training  
MegaCamp/Team Leadership Training  
Agent Leadership Council Seminar  
Home Staging to Market & Sell Listings  
Fair Housing Seminar  
Ethics in Real Estate  
Handling the Inspection that “Trampled” My Deal  
Tax Ramifications for Closings  
The Making of Modern Atlanta: The History of the North Beltline  
Understanding Values in This Crazy Market  
Mortgage Niche Programs  
Realtor’s Guide to Interior and Exterior Home Construction and Inspections  
Modern Real Estate Practice in Georgia  
Effective Expert Witnessing

## Testimonials

I can't say enough about Adrianna's knowledge, professionalism, and demeanor. She knows the business side of her work extraordinarily well, and she is a diplomatic, kind, compassionate person--that's so important, given how stressful home buying and selling can be. And she has a great sense of humor! I recommend her without hesitation for anyone looking for a straight-shooting, competent and reliable realtor!  
*Colleen Goidel, Buyer & Seller*

Adrianna Berlin exceeded all of my expectations, and I have high expectations! She replied promptly to all my texts, emails, and phone calls. She handled all of the bumps in our house sale (and there were a few big ones) with grace, generosity, and humor. Through this whole process, she represented us and our house well.  
*Starlit Harris, Seller*

I sold my home in record time. She went above and beyond to make sure I knew what to expect and to prepare me to get my home market-ready. Adrianna always kept my best interests in mind, pushing to make sure negotiations with the buyer were handled smoothly and professionally. She’s detail-oriented, and advised me on all aspects of every offer, making sure that I went with the best offer that not only maximized the amount I’d receive, but also was the best bet for a sure thing that would go all the way through to close.  
*Riley Sinclair, Seller*



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